

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 16522 260200Z

ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 W
-----003999 260206Z /63

P R 260142Z OCT 77

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC PRIORITY 2245

INFO AMEMBASSY SEOUL

UNCLAS TOKYO 16522

E.O. 11652: N/A

TAGS: BBSR, KS, JA

SUBJECT: OPERATIONS MKT RES - MACHINE TOOLS AND METAL FINISHING
EQUIPMENT, KOREA

REF: (A) STATE 243393, (B) STATE 244732, (C) SPECIFICATIONS

FOR SUBJECT MARKET RESEARCH PROJECT

1. FOR BIDDING PURPOSES, KEARNY REQUESTS CLARIFICATION CONCERNING
TWO POINTS OF THEMARKET RESEARCH SPECIFICATIONS.

2. DOES TERM "MAJOR PRODUCT CATEGORIES OF PARA. II A 1 ON
PAGE TWENTY(20) ACTUALLY MEAN SUBPAPARAGRAPHS A THROUGH H SHOULD
BE APPLIED TO ALL THIRTY-THREE(33) CATEGORIES OF ATTACH ONE
TO PART TWO; OR, DOES IT REFER TO LIST OF NINE(9)"MAJOR
CATEGORIES" OF PART TWO, PARA. ONE, OF PAGE SIX(6)?

3. DOES THE NUMBER OF PRODUCTS TO BE CLASSIFIED INTO FOUR
GROUPS AS LISTED ON PAGES TWENTY-TWO(22) AND TWENTY-THREE(23)
APPLY TO ABOVE MENTIONED THIRTY-THREE(33) CATEGORIES OR TO
EACH OF THE FOUR HUNDRED PLUS SUBCATEGORIES OF THE
THIRTY-THREE(33)?

4. IF THE ANSWER TO THE FIRST QUESTION ABOVE IS NINE(9),
AND IF THE ANSWER TO THE SECOND QUESTION IS THIRTY-THREE(33),
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THEN A. T. KEARNEY AND CO. SUBMITS A BID OF 1,995,000 YEN
(\$7,980 AT US\$1.00-250 YEN) BASED ON THE ASSUMPTION OF NOT
MORE THAN THREE MEETINGS WITH AMEMBASSY REPRESENTATIVES IN
SEOUL. IF EITHER OF THE ALTERNATIVE INTERPRETATIONS ARE
CORRECT, THE COST WILL BE CONSIDERABLY HIGHER AND MUST BE
RENEGOTIATED.

5. IF ABOVE BID, WITH EXCEPTIONS, ACCEPTABLE, KEARNEY WILL
COLLECT DATA AND WRITE REPORT IN TOKYO. KEARNEY'S
AFFILIATE IN SEOUL WILL EXPAND INFORMATION AND CARRY OUT
45 TO 60 PERSONAL INTERVIEWS. KEARNEY ASSURES STUDY
COMPLETION BY 6 JANUARY 1978.
SHERMAN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 26-Oct-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977TOKYO16522
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770392-0680
Format: TEL
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19771018/aaaaapir.tel
Line Count: 68
Litigation Code IDs:
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Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 78119126-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 STATE 243393, 77 STATE 244732
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 778409
Secure: OPEN
Status: NATIVE
Subject: OPERATIONS MKT RES - MACHINE TOOLS AND METAL FINISHING EQUIPMENT, KOREA
TAGS: BBSR, KS, JA
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/78119126-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009